

# SALMAN NASEEM

Riyadh, Saudi Arabia

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## PROFESSIONAL EXPERIENCE

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### **Adeem Capital**

**Riyadh, Saudi Arabia**

*Fund Manager – Private Equity Funds*

April 2017 – Present

- Structuring and managing private equity and venture capital investments primarily in Healthcare, Education, Technology, Food & Beverage and Real Estate sectors.

Summary of transaction experience at Adeem:

Launched healthcare and education private equity funds and a tech focused venture capital fund with combined target AUM of US\$563 million.

- Led the due diligence, valuation & modeling exercise on target companies using DCF, comparable and historical transaction based approaches that formed the basis of deal negotiation.
- Worked on the transaction documents: LOI, Term sheet, Investment Memorandum, Teaser, and Share Purchase Agreement (SPA).
- Worked on structuring the funds, registering the SPVs and defining the fund frameworks, terms and conditions.
- Conduct the periodic performance measurement of portfolio companies.

### **Saudi Kuwaiti Finance House**

**Riyadh, Saudi Arabia**

*Investment Fund Development & Structuring Manager – Asset Management* March 2015 – March 2017

- Structured public and private funds domiciled in Saudi Arabia with focus on listed equities, private real estate.
  - Set the appropriate stock screening criteria for bottom-up research based on the investment policy statement of a portfolio or investment strategy of the fund as per the T&Cs.
  - Expected return and risk profiles of the screened stocks were determined through detailed equity research, which were then used to devise an optimal asset allocation.
  - Conducted initial screening of real estate assets using IRR, ROI, Net yield and Unit holder yield thresholds.
  - Developed the detailed financial models.
  - Engaged top real estate evaluators to conduct feasibility study and valuation to ensure the reliability of the modeling assumptions used.
  - Arranged acquisition financing from the local banks. Finalized the capital structure, terms & conditions and filed the funds for regulatory approval.

### **Almana Healthcare Group**

**Khobar, Saudi Arabia**

*Corporate Finance Analyst – Finance*

April 2013 – February 2015

- Ensured IPO readiness of the group. Conducted financial and business analysis of the group and its subsidiaries to assist the strategic decision-making.
  - Analyzed the group financial performance and conducted cross sectional and time series analysis to assist strategic level management in decision-making.

- Prepared feasibilities for new facilities and valuation of target hospitals in acquisitions.

## **Harvest Group**

**Lahore, Pakistan**

*Research Analyst – Sell Side.*

September 2010 – November 2011

- Conducted fundamental analysis and technical market analysis to evaluate return and risk characteristics of publicly traded international financial futures contracts on a range of underlying assets including developed market equity indices, treasury bonds, commodities and currencies. The results of the analysis were incorporated in formal research reports and short-term trading bulletins to the company's discretionary and non-discretionary trading desks.

## **EDUCATION**

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**CFA Institute, USA**

Qualified **2012**

*CFA Charter holder*

Charter Awarded **2015**

**Association of Chartered Certified Accountants, UK**

Qualified **2010**

*ACCA Member*

Membership Awarded **2016**

**Oxford Brookes University, UK**

**2015**

*B.Sc. in Applied Accountancy*

## **SKILLS & CERTIFICATIONS**

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**Languages:** Fluent in English, Urdu & Hindi; Basic understanding of conversational Arabic

**Certifications & Training:**

- Financial Modeling & Valuation Certificate from EuroMoney learning solutions
- Capital Market Certification from securities regulator in KSA

**Public Profile:** [LinkedIn](#)